**Summary** Accomplished Sales Consultant with 10 years experience building sales teams and client relationships and introducing innovative sales techniques resulting in an average monthly increase of 20% in closings. Ability to analyze current sales trends and practices and coach sales representatives to meet and exceed monthly objectives across various industries. Strong persuasion, negotiation, and presentation skills leading to sales revenue growth of 40% for top five clients in a one-year period.

Blake Baldwin

Sales Consultant

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**Nationality**: American

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**Experience** **Senior Management Consultant - 03/2019 to Current - Levene Consultants, Chicago, IL**

• Devised sales plan for 10 individual clients based on needs evaluation and current sales assessment, resulting in an average of $3K increase per sale.

• Trained sales teams on cold calling practices and product presentations, leading to an average 8% increase in new customer signings through cold calls.

• Established marketing strategies to reach objectives and set up metrics to monitor success; on average, saw more than 10% increase in brand recognition and new customer sales for all clients and more than 25% in customer satisfaction.

**Sales Consultant** - **11/2014 to 02/2019** - **Moss Sales Management, Chicago, IL**

• Oversaw training of sales forces for five high profile clients, implementing new presentation and closing processes leading to an average 35% increase in sales revenue.

• Turned lowest producing sales territory into #2 territory for leading client in 2018.

• Evaluated client needs through discovery calls and market research strategies.

**Education** **FMBA, 2018 - University of Illinois Chicago- Bachelor of Science in Marketing, 2014 - The Ohio State University, Columbus, OH**

**Skills** Negotiation|Communication|Presentation|Team building|Time management|Problem solving|Collaborative